



FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021



## FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

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#### **Organisation Information**

Organisation Name Friends-International Laos / Peuan Mit

Organisation Document Memorandum of Understanding ("MoU") issued by the Government of

Lao PDR represented by the Ministry of Labour and Social Welfare from 2004 - 2011, subsequently renewed until 15 March 2018, and again until

31 December 2023

Board of Directors Leonard Coster Chairman

Vivian Gee Secretary Lucile Belleville Member Timothee Wagener Member

Michael Gilmore Treasurer (resigned on 3 January 2021)

ManagementSebastien MarotExecutive Director and Founder

Ketsone Philaphandet Country Program Director Phouthasone Phonghsawanh Finance Manager

Bouavone Boualivong
Anousin Phanthachit
Khamparn Meungvong
Vientiane Coordinator
Luang Prabang Coordinator
Saving Lives Coordinator

Dao Xiong

Building Futures Coordinator

Registered Office Phai Nam Road - P.O. Box 10688, Vientiane, Lao PDR

Principal Banker Banque pour le Commerce Exterieur Lao Public (BCEL)

Auditors PricewaterhouseCoopers (Lao) Sole Company Limited

#### STATEMENT BY THE ORGANISATION'S MANAGEMENT

We, the undersigned, on behalf of the management of Friends-International Lao (Peuan Mit) do hereby state that, in our opinion, the accompanying financial statements which comprise the statement of financial position as at 31 December 2021 and the statement of income and expenditure for the year then ended as set out on pages 6 to 7 are prepared, in all material respects, in accordance with the basis of preparation and the accounting policies described in Note 2 to the financial statements.

On behalf of the management:

Ms. Ketsone Philaphandet Country Program Director

Date: 28 April 2022

Ms. Phouthasone Phongsawanh

Finance Manager Date: 28 April 2022



## Independent auditor's report

## To the management of Friends-International Lao - Peuan Mit

#### Our opinion

In our opinion, the financial statements of Friends-International Lao – Peuan Mit (the Organisation) for the year ended 31 December 2021 are prepared, in all material respects, in accordance with accounting policies described in Note 2 to the financial statements.

#### What we have audited

The Organisation's financial statements comprise:

- the statement of income and expenditures for the year then ended:
- the statement of financial position as at 31 December 2021; and
- the notes to the financial statements, which include significant accounting policies and other explanatory information.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Independence

We are independent of the Project in accordance with the International Code of Ethics for Professional Accountants (including International Independence Standards) issued by the International Ethics Standards Board for Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

# Emphasis of matter - Basis of accounting and restriction on distribution and use

We draw attention to Note 2 to the financial statements, which describes the basis of accounting. The financial statements are prepared in accordance with accounting policies described in Note 2 to the financial statements. As a result, the financial statements may not be suitable for another purpose.

Our report is intended solely for Friends-International Lao – Peuan Mit and should not be distributed to or used by parties other than Friends-International Lao – Peuan Mit. Our opinion is not modified in respect to this matter.



#### The Director's responsibilities for the financial statements

The directors are responsible for the preparation of the financial statements in accordance with accounting policies described in Note 2 to the financial statements, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Organisation's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Organisation or to cease operations, or has no realistic alternative but to do so.

#### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

Identify and assess the risks of material misstatement of the financial statements, whether
due to fraud or error, design and perform audit procedures responsive to those risks, and
obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.
The risk of not detecting a material misstatement resulting from fraud is higher than for
one resulting from error, as fraud may involve collusion, forgery, intentional omissions,
misrepresentations, or the override of internal control.

• Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organisation's internal control.

• Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

• Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organisation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organisation to cease to continue as a going concern.



We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

For PricewaterhouseCoopers (Lao) Sole Company Limited

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By Sunya Rattanavibulloso Coopers (Loo)
Director

Vientiane Capital, Lao PDR Date: 28 April 2022

# STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2021

|   | Notes | 2021<br>LAK   | 2020<br>LAK   |
|---|-------|---------------|---------------|
| Incomes   |       |               |               |
| Funds received from donors                            | 3     | 4,154,812,335 | 4,986,115,174 |
| Private donations                                     | 4     | 1,119,432,412 | 707,501,000   |
| Other incomes   | 5     | 323,102,421   | 69,076,458    |
| Consultancy income                                    |       | 4,702,500     |               |
| Internal funding                                      |       | 6.600.605.5   | 214,704,175   |
| Training Income                                       | 6     | 65,794,100    | 494,169,544   |
| Total incomes   | -     | 5,667,843,768 | 6,471,566,351 |
| Expenditures  |       |               |               |
| Personnel   | 7     | 2,357,211,254 | 2,316,601,221 |
| Direct costs  | 8     | 1,232,148,673 | 746,173,470   |
| Equipment   |       | 173,442,894   | 25,219,000    |
| Indirect costs  | 9     | 675,395,603   | 642,901,639   |
| Travel & Training                                     |       | 120,683,327   | 129,534,000   |
| Vocational Training Income Generation                 |       |               |               |
| costs   | 10    | 173,542,023   | 341,478,417   |
| Headquarter support fees                              | 11 _  | 614,436,173   | 202,169,859   |
| Total expenditures                                    | _     | 5,346,859,947 | 4,404,077,606 |
| Surplus/(deficits) of income over/(under) expenditure |       | 320,983,821   | 2,067,488,745 |

Tiends - Inierra

Ms. Ketsone Philaphandet Country Program Director Date: 28 April 2022

Ms. Phouthasone Phongsawanh

Helin

Finance Manager Date: 28 April 2022

#### STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2021

|   | Mel | Notes | 2021<br>LAK   | 2020<br>LAK   |
|---|-----|-------|---------------|---------------|
| Fund balance  |     |       | 0. (          |               |
| Opening balance                                       |     |       | 2,482,611,940 | 415,123,195   |
| Surplus/(deficits) of income over/(under) expenditure |     |       | 320,983,821   | 2,067,488,745 |
| Closing fund balance                                  |     |       | 2,803,595,761 | 2,482,611,940 |
| Represented by:                                       |     |       |               |               |
| Cash on hand and at banks                             |     | 12    | 2,768,840,894 | 2,132,295,275 |
| Other current assets                                  |     | 13    | 41,483,180    | 355,676,228   |
| Other payables  |     | 14    | (6,728,313)   | (5,359,563)   |
| Elife kolon Baranca milali                            |     |       | 2,803,595,761 | 2,482,611,940 |

Tionds - Internation

Ms. Ketsone Philaphandet Country Program Director Date: 28 April 2022 Ms. Phouthasone Phongsawanh

THOUSE

Finance Manager Date: 28 April 2022

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### Organisation background

Since 1994, Friends-International (the Organisation) has been running projects worldwide for and with marginalized children, youth and their families providing creative and innovative services supporting their social reintegration. Friends-International works with marginalized children and youth in a developmental and sustainable perspective in accordance with the Convention of the Rights of the child (UN-CRC).

"Building a Sustainable Street Children Project in Laos PDR - Implementation and Capacity Building" (the Project) has operations in Vientiane Capital and Luang Prabang province Lao PDR, with cooperation between the Ministry of Labour and Social Welfare and Friends-International. The Government of the Lao PDR initially approved the Project from 2004 until 2011; the Memorandum of Understanding has subsequently been renewed for another period of five years and ended on 15 March 2018. On 12 December 2019, the Program has been renewed until 31 December 2023 by the government of Lao PDR. Further it is also agreed in Memorandum of Understanding MoU (Objective 2, section 2.3.6) that all income and profits from vocational trainings and shops will be spent in the Project activities and are exempted from income tax.

#### The specific objectives are:

- Prevention: Prevent children, youth and families from moving to the streets and from engaging in dangerous or harmful activities.
- Outreach: support children, youth and families living and working on the streets and engaged in illegal activities.
- Peuan Mit Centres: Run centres (day and night) that respond clearly to the needs and desires expressed by marginalized children and youth and provide protection, care and support leading to their social reintegration.
- Social Reintegration and Job Placement: Provide reintegration services such as school reintegration for children, family reintegration and job reintegration for youth and caregivers.
- Support children to access education and remain in school
- Provide vocational training in social business environments.
- Support young people and parents/caretakers to access vocational training and sustainable and dignified employment.
- Ensure the sustainability of the program through close collaboration and capacity building of relevant Lao authorities or Government partners.
- Operate with best practices, using Standards of Procedures and tools and share best practice methodologies.
- Reinforce the overall capacity of Lao professionals working in the program to become a best practice model in Laos and in the region.
- Engage the community around the marginalized children, youth and families to support the Program activities, actively protect children and their ability to report situations of risks and abuse using the ChildSafe Movement material and processes

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 2. Significant accounting policies

#### A. Basis of preparation

The financial statements are prepared in accordance with a modified cash receipts and disbursements basis of accounting. Under this basis of accounting, income is recognized when funds are received and the payments are made rather than when they are incurred, except for the following treatment:

- Where a donor has specifically stipulated that a transfer of funds is exclusively for the next fiscal year, these advances are recorded as Deferred income (Liability).
- Staff advances and sub-contract advances, are initially recognised as a current asset in the Statement of Financial Position. Upon liquidation with supporting documents, the balances are expensed in the Statement of Income and Expenses.
- Deposits and prepayments to suppliers, loans to staff and other advances are recorded as Accounts Receivables in the Statement of Financial Position until these balances are settled.
- Prepayments for rent may have 2 treatments:
  - Expensed in whole where donor approved budget allows so for the whole period
  - Recorded as Current Asset and released monthly, where there is no donor approved budget and program is charging to Social Business income or seeking new funding.
- Credit Sales are records when incurred as an Accounts Receivable until paid
- Salary tax and withholding tax payable are recorded as Payables in the Statement of Financial Position until payments have been made to relevant Tax Authorities.
- Accounts Payable to staff, suppliers, or between programs are recognised as Current Liabilities in the Statement of Financial Position, until amounts are cleared. This includes the treatment of funding in transit, project expenses incurred and paid via HQ on behalf of a Friends Program.
- Loans receivable are recorded in the Statement of Financial Position at the principle amount less any amounts written off.
- Provisions for Doubtful Debts are recorded as an expense and Current Asset (Accounts Receivable) in the Statement of Financial Position.

## B. Foreign currency translation

The financial statements are expressed in the LAK currency. Transactions in currencies other than LAK are converted to LAK at the rate of exchange ruling at the transaction dates. Monetary assets and liabilities in currencies other than LAK are converted to LAK at the rate of exchange ruling at the Statement of Financial Position date. Differences on exchange are included in the Statement of Income and Expenditure.

#### C. Fixed assets

Fixed assets are expended in full in the Statement of Income and Expenditure in the year of acquisition; accordingly, fixed assets are not recognized in the statement of financial position at the end of the year, but are recorded in an Asset Register.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 2. Significant accounting policies (continued)

#### D. Income

#### **Income from Training businesses:**

Revenue from sales is recognised when the following conditions are satisfied:

- the Organisation has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Organisation; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

#### **Income from donors:**

Income from donors are recognised when cash is received and credited to the Organisations' bank account.

#### E. Other current assets

#### **Advance**

Advances are included in the aggregated Statement of Financial Position when cash is disbursed. When the advances are liquidated and approved, the related expenses are recognised in the aggregated Statement of Income and Expenditure.

Any long outstanding and uncollectible advances are written-off and the resulting expenses are recognized as expenditures in the Statement of Income and Expenditures.

#### Accounts receivable

Other accounts receivable are initially recognised at the invoice value of the consideration received or receivable in the Statement of Financial Position and subsequently measured at the remaining amount less any allowance for doubtful receivables based on a review of all outstanding amounts at the year end. The amount of the allowance is the difference between the carrying amount of the receivable and the amount expected to be collectible. Bad debts are written-off during the year in which they are identified and recognised in the Statement of Income and Expenditures.

#### Leases

Leases are classified as operating leases. Payments made under operating leases (net of any incentives from the lessor) are charged to the Statement of Income and Expenditures on a straight-line basis over the period of the lease.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 3. Funds received from donors

|  | 2021<br>LAK   | 2020<br>LAK  |
|--|---------------|--|
| UNICEF Laos                                  | 1,161,221,771 | 925,629,844  |
| SeCoDév                                      | 423,328,639   | 1,099,101,600  |
| Sir Horace Kadoorie International Foundation | 36,330,334    | 709,508,068  |
| Fondation Pro Victimis*                      | 422,955,000   | _  |
| Czech Republic Embassy Bangkok*              | 191,680,476   | The state of the s |
| Gisela Stichting                             | 187,940,000   | 179,280,000  |
| Friends France                               | 181,552,000   | 110,018,920  |
| Partners for Equity / Anonymous (DF)*        | 205,520,000   | -  |
| Fondation Next*                              | 500,032,650   |  |
| Give2Asia                                    | 103,464,559   | 90,950,000   |
| Anonymous (OFF)                              | 193,870,000   | 313,500,000  |
| Credit Suisse APAC Foundation Limited*       | 259,335,590   | -  |
| Spellbrook Foundation                        | 287,581,316   | 306,773,250  |
| Save The Children                            | -             | 23,161,354   |
| Luxembourg Development Cooperation           |               | 100,881,179  |
| Ami(e)s                                      | -             | 71,521,250   |
| Responsible Travel                           |               | 33,099,840   |
| British Embassy                              | -             | 28,384,885   |
| FI HQ/Fondation Juniclair                    | -             | 242,897,962  |
| FI HQ/Friends Deutschland                    | -             | 21,804,438   |
| FI HQ/If International Foundation            |               | 44,000,000   |
| Anonymous (FLCF)                             | -             | 205,032,784  |
| FI HQ/The Cold Mountain Fund of RSF Social   |               |  |
| Finance                                      | -             | 235,400,000  |
| UNODC  | -             | 156,281,000  |
| Footprints Fundraising Inc                   | -             | 88,888,800   |
|  | 4,154,812,335 | 4,986,115,174  |

<sup>\*</sup> These are new donors who supported the below projects:

- Outreach, ChildSafe Hotline & Family Reintegration in Vientiane & Luang Prabang, Lao PDR
- Renovating the Peuan Mit Vientiane Multi-purpose Center for Marginalized Children, Youth and Caregivers.
- Emergency support in the COVID Context
- Building Futures for Marginalized Young People in Southeast Asia

#### 4. Private donations

Private donations LAK 1,119,432,412 refer to non-contractual funds received from either individual persons or entities. They are mainly received from overseas.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 5. Other incomes

|   | 2021<br>LAK              | 2020<br>LAK                          |
|---|--------------------------|--------------------------------------|
| Exchange gain Sale of old materials Reimbursements from material breakage | 321,309,921<br>1,792,500 | 64,535,758<br>2,651,500<br>1,889,200 |
|   | 323,102,421              | 69,076,458                           |

## 6. Training Income

|   | 2021<br>LAK | 2020<br>LAK |
|---|-------------|-------------|
| Khaiphaen Vocational Training (VT) Restaurant * | 17,048,600  | 378,580,744 |
| Mini-Makphet VT Restaurant*                     | 42,703,000  | 89,835,900  |
| Mechanics Vocational Training                   | 2,735,500   | 10,579,500  |
| Friends N Stuff Khaiphaen                       | -           | 4,263,500   |
| Friends N Stuff Makphet                         | 3,111,000   | 3,377,900   |
| Cookbook (from Honeybees to Pepperwood)         | 196,000     | 7,532,000   |
|   | 65,794,100  | 494,169,544 |

<sup>\*</sup> This is the revenue from food and beverage sold to customers during the year. The decrease is effect from the Covid-19.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 7. Personal

|                         | 3 3 3 3 3     | 2021                        | <b>克克色图图</b>  |               | 2020                        |               |
|-------------------------|---------------|-----------------------------|---------------|---------------|-----------------------------|---------------|
|                         | Donors<br>LAK | Training<br>Business<br>LAK | Total<br>LAK  | Donors<br>LAK | Training<br>Business<br>LAK | Total<br>LAK  |
| International staff     |               | 1134                        | 医多色管管层        | 73,796,120    |                             | 73,796,120    |
| National staff*         | 2,229,417,751 | -                           | 2,229,417,751 | 1,908,972,810 | 53,253,014                  | 1,962,225,824 |
| Social Welfare          | 101,713,000   | 1 2                         | 101,713,000   | 89,673,963    | 2,520,000                   | 92,193,963    |
| Stipends                | 8,120,000     | -                           | 8,120,000     | 10,110,000    | -                           | . 10,110,000  |
| Overtime                | 16,730,503    | -                           | 16,730,503    | 8,346,085     | 5,769,230                   | 14,115,315    |
| Recruitment costs       | -             | -                           | <u>-</u>      | 1,610,000     | -                           | 1,610,000     |
| Severance Pay/Indemnity |               | -                           |               | 162,549,999   |                             | 162,549,999   |
| Staff COVID Testing     | 1,230,000     | -                           | 1,230,000     |               |                             |               |
|                         | 2,357,211,254 | -                           | 2,357,211,254 | 2,255,058,977 | 61,542,244                  | 2,316,601,221 |

<sup>\*</sup> The key reason for the increasing in 2021, is because in 2020 the impact of COVID required the Organisation to react in 3 main ways with regards to their staff: 1) Some staff redundancies, 2) Temporary staff salary reductions, 3) Temporarily putting some staff on furlough (unpaid leave). This was not the case in 2021.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 8. Direct costs

|   | 2021          | 2020        |
|---|---------------|-------------|
|   | LAK           | LAK         |
|   |               |             |
| Hygiene costs   | 95,501,000    | 65,990,000  |
| Medical costs   | 50,964,500    | 39,461,000  |
| Information, Education and Communication (IEC) Material |               | 2,342,000   |
| Clothing for beneficiaries                              | 10,909,000    | 5,249,000   |
| Non-formal educational materials                        | 12,716,500    | 5,468,000   |
| Food/Drink for Beneficiaries                            | 298,232,173   | 307,588,500 |
| Family/ Support*  | 330,548,500   | 67,119,500  |
| Centre supplies   | 45,510,000    | 44,826,500  |
| Other activity costs                                    | 135,000       | 1,658,000   |
| Family Reintegration Travel                             | 26,867,000    | 16,862,000  |
| Recreational activity support                           | 13,652,000    | 11,473,540  |
| Outreach materials                                      | 4,416,000     | 3,542,500   |
| School reintegration support**                          | 114,110,000   | 62,784,000  |
| Vocational training materials                           | 25,457,000    | 14,063,930  |
| Job Placement Support                                   | 49,929,500    | 11,650,000  |
| ChildSafe Materials/Activities                          | 11,636,000    | 6,335,000   |
| Staff uniforms  | 3,500,000     | -           |
| Foster Care Families                                    | 18,148,000    | 12,561,000  |
| Micro-Enterprise Support                                | 52,078,000    | 27,907,000  |
| Independent Living                                      | 42,925,000    | 25,030,000  |
| Beneficiary Transport                                   | 16,765,000    | 14,262,000  |
| Beneficiary COVID Testing                               | 540,000       | -           |
| Beneficiary Trainings / Meetings                        | 2,393,000     | -           |
| Community Event Costs                                   | 5,215,500     |             |
|   | 1,232,148,673 | 746,173,470 |

<sup>\*</sup>Due to the devastating and ongoing impact of COVID on the Organisation's beneficiaries, the cost of Family Support increased by almost 5 times. This included food packages, rent support, meal distributions, etc, as a result of loss of employment and closed borders.

<sup>\*\*</sup> In 2021, the Organisation had an increase of 20% in the number of children supported to reintegrate / remain in public school

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 9. Indirect costs

|  |             | 2021                 |             |             | 2020                 |             |
|--|-------------|----------------------|-------------|-------------|----------------------|-------------|
|  | Donors      | Training<br>Business | Total       | Donors      | Training<br>Business | Total       |
|  | LAK         | LAK                  | LAK         | LAK         | LAK                  | LAK         |
| Communications Transport/Gasoline/     | 36,206,225  | /#/C                 | 36,206,225  | 39,080,455  | 143,000              | 39,223,455  |
| Maintenance                            | 73,949,000  | -                    | 73,949,000  | 97,703,500  | 18,000               | 97,721,500  |
| Maintenance/Renovations*               | 194,431,100 | -                    | 194,431,100 | 23,858,000  | 1,004,000            | 24,862,000  |
| Office supplies                        | 24,245,500  | -                    | 24,245,500  | 19,937,500  | -                    | 19,937,500  |
| Rent **                                | 191,512,216 | 1.75                 | 191,512,216 | 172,674,560 | 56,048,256           | 228,722,816 |
| Utilities                              | 63,365,527  | -                    | 63,365,527  | 56,624,227  | 6,959,000            | 63,583,227  |
| Printing/Photocopying                  | 5,706,500   | -                    | 5,706,500   | 2,165,500   | 80,000               | 2,245,500   |
| Postage & Shipping                     | 1,040,000   | 100,000              | 1,140,000   | 1,044,209   | 190,000              | 1,234,209   |
| Bank charges                           | 6,149,567   | 146,863              | 6,296,430   | 5,525,044   | 2,269,753            | 7,794,797   |
| External Audits                        | 46,330,003  | _                    | 46,330,003  | 31,201,982  | -                    | 31,201,982  |
| Vehicle/Building Insurance             | 25,694,142  | - 1 -                | 25,694,142  | 23,807,000  | -                    | 23,807,000  |
| Advertising/Marketing                  | 1,628,259   | (-)                  | 1,628,259   | 1,484,624   | 1,088,274            | 2,572,898   |
| Subscriptions<br>Donor/staff/Authority | 572,683     | -                    | 572,683     | 920,000     | 378,000              | 1,298,000   |
| Relations                              | 638,000     | 3,680,000            | 4,318,000   | 2,677,000   | 4,135,000            | 6,812,000   |
| Other expenses                         | 18          | <u> </u>             | 18          | 944,372     | 90,940,383           | 91,884,755  |
|  | 671,468,739 | 3,926,863            | 675,395,603 | 479,647,972 | 163,253,666          | 642,901,639 |

<sup>\*</sup> This is maintenance and renovation of the Mini-Makphet restaurant and Mechanic workshops.

<sup>\*\*</sup> This is rental fee for Khaiphaen Vocational Training Restaurant, Mechanic Vocational Training, dormitory for youth and house rental for children. The main project premises in Vientiane have been provided free of rent by the Government of Lao PDR

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 10. Training Business costs

|                              |               | 2021                        |              |               | 2020                        |              |
|------------------------------|---------------|-----------------------------|--------------|---------------|-----------------------------|--------------|
|                              | Donors<br>LAK | Training<br>Business<br>LAK | Total<br>LAK | Donors<br>LAK | Training<br>Business<br>LAK | Total<br>LAK |
| Cost of Income Generation*   | 84,025,000    | 3,623,023                   | 87,648,023   | 80,038,500    | 133,329,303                 | 213,367,803  |
| Outlet supplies              | 31,937,500    |                             | 31,937,500   | 22,886,500    | 17,344,000                  | 40,230,500   |
| Franchise Technical Support  | -             | -                           | -            | -             | 31,247,395                  | 31,247,395   |
| Staff & Student food costs** | 38,651,500    | 8 6 5 5                     | 38,651,500   | 40,233,500    | 7,339,219                   | 47,572,719   |
| Staff & Student uniforms     | 15,305,000    |                             | 15,305,000   | 4,674,000     | 4,386,000                   | 9,060,000    |
|                              | 169,919,000   | 3,623,023                   | 173,542,023  | 147,832,500   | 193,645,917                 | 341,478,417  |

<sup>\*</sup> Cost of income generation is mainly paid for purchasing spare part and material for Mechanic Vocational Training, and raw food and beverage for Restaurant Vocational Trainings to be prepared for sale.

<sup>\*\*</sup> Staff & Student food costs is mainly paid for food and beverage for teachers and students consumption in the vocational training restaurant, during training hours.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 11. Headquarter support fees

|  | Contribution Type            | 2021<br>LAK | 2020<br>LAK |
|--|------------------------------|-------------|-------------|
| SeCoDév  | Technical Coordinator        | 21,119,283  | 36,670,913  |
| SeCoDév  | HQ support cost              | 102,051,570 | -           |
| Spellbrook Foundation  | HQ support cost              | 30,977,830  | 27,591,163  |
| Spellbrook Foundation  | <b>Technical Coordinator</b> | 12,653,774  | -           |
| Gisela Stichting   | HQ support cost              | 24,513,913  | 23,384,355  |
| Ami(e)s  | HQ support cost              | -           | 9,440,805   |
| Friends France   | HQ support cost              | 23,680,695  | 14,348,788  |
| Responsible Travel   | HQ support cost              | -           | 3,819,204   |
| Anonymous (OFF) Footprints Fundraising                         | HQ support cost              | 25,287,392  | 40,891,312  |
| Inc  | HQ support cost              | -           | 11,478,300  |
| Fondation Juniclair  | HQ support cost              |             | 12;618,400  |
| Give2Asia<br>Fund for Education                                | HQ support cost              | 13,499,942  | 11,863,045  |
| (Steven Prusky)<br>Abercrombie & Kent                          | HQ support cost              | 7           | 2,869,574   |
| Philanthropy   | HQ support cost              | -           | 7,194,000   |
| UNICEF Laos  | Technical Coordinator        | 126,632,012 |             |
| Fondation Pro Victimis<br>Sir Horace Kadoorie<br>International | HQ support cost              | 55,168,088  |             |
| Foundation<br>Partners for Equity /                            | Technical Coordinator        | 9,207,237   | -           |
| Anonymous (DF)<br>Credit Suisse APAC                           | HQ support cost              | 25,429,003  |             |
| Foundation Limited   | HQ support cost              | 17,981,903  | -           |
| Anonymous (HLM)  | HQ support cost              | 24,901,836  | 4           |
| Anonymous (TO)   | HQ support cost              | 86,980,542  | 7           |
| Anonymous (DF)   | HQ support cost              | 14,351,153  |             |
|  |                              | 614,436,173 | 202,169,859 |

The "HQ Support Costs" represents management support paid to the Friends-International Headquarters for its support by Executive Director, International Coordination (Saving Lives, Building Futures, Finance, Communications, HR, Design, Social Services, Monitoring & Evaluation, Grants & Fundraising), strategic planning and implementation support, branding and website maintenance, technical support for Child Protection, Vocational Training & Employment, Education, proposal-writing, governance etc. The charges ranged from 10% - 15% of approved budget.

The "Technical Coordinator" represents specific salary contributions to the Organisation's Technical Coordinator, who supports the Organisation's donor report-writing, donor communications, proposal-writing, monitoring, evaluation of data, supporting the Organisation's achievement of strategic goals, and overall acts as a liaison in English language between the Organisation and the Friends-International Headquarters.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 12. Cash at Banks

|                       | 2021<br>LAK   | 2020<br>LAK   |
|-----------------------|---------------|---------------|
| Cash on hand          |               |               |
| Donor:                |               |               |
| Office account        |               |               |
| LAK                   | 18,602,500    | 16,672,500    |
| Luang Prabang account |               |               |
| LAK                   | 339,000       | 4,055,500     |
| Business:             |               |               |
| Business account      |               |               |
| LAK                   |               | 9,242,000     |
| Cash at bank          |               |               |
| Donor:                |               |               |
| Office account        |               |               |
| LAK                   | 59,230,750    | 433,584,586   |
| USD                   | 2,312,405,850 | 1,504,775,386 |
| Luang Prabang account |               |               |
| LAK                   | 15,961,500    | 7,503,500     |
| Business:             |               |               |
| Business account      |               |               |
| LAK                   | 357,599,104   | 151,736,984   |
| USD                   | 4,702,190     | 4,724,819     |
|                       | 2,768,840,894 | 2,132,295,275 |

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

#### 13. Other current assets

|                      | 2021          |                             |              | 2020          |                             |              |  |
|----------------------|---------------|-----------------------------|--------------|---------------|-----------------------------|--------------|--|
|                      | Donors<br>LAK | Training<br>Business<br>LAK | Total<br>LAK | Donors<br>LAK | Training<br>Business<br>LAK | Total<br>LAK |  |
| Prepaid rental       |               | _                           |              |               | 112,096,520                 | 112,096,520  |  |
| Business Receivables |               | 9,141,954                   | 9,141,954    | - 1           | 7,625,924                   | 7,625,924    |  |
| Funding receivables  | -             | -                           | -            | 205,032,784   | -                           | 205,032,784  |  |
| Other receivables    | ^-            | 13,708,000                  | 13,708,000   | - I           | 13,708,000                  | 13,708,000   |  |
| Staff loans          | -             | -                           | -            | 600,000       |                             | 600,000      |  |
| Miscellaneous        | 18,633,226    |                             | 18,633,226   | 16,613,000    | 1 E 1                       | 16,613,000   |  |
|                      | 18,633,226    | 22,849,954                  | 41,483,180   | 222,245,784   | 133,430,444                 | 355,676,228  |  |

## 14. Other payables

|                    | 2021      |          |           | 2020      |   |           |
|--------------------|-----------|----------|-----------|-----------|---|-----------|
|                    | Donors    | Business | Total     | Donors    | Business                                | Total     |
|                    | LAK       | LAK      | LAK       | LAK       | LAK _                                   | LAK       |
| Funding payable    |           |          |           | 547,167   |   | 547,167   |
| Salary tax payable | 6,728,313 |          | 6,728,313 | 4,812,396 | - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 | 4,812,396 |
|                    | 6,728,313 | -        | 6,728,313 | 5,359,563 |   | 5,359,563 |

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 15. Events occurring after the statement of financial statement

The COVID-19 infections in Lao increased significantly during March of 2022. However, there is no lockdown Vientiane Capital and the province.

The Project has taken several measures to monitor and prevent the effects of the COVID-19 virus such as safety and health measures (like social distancing and working from home).

At this stage, the impact on our operations is very limited. The project can perform work and activities normally. Only a few activities necessitate the postponement of time.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

Supplementary Information – Schedule of income and expenditures (unaudited). For the year ended 31 December 2021

|    |   |                 | OPENING        | INCOME        | EXPENSES      | CLOSING             |
|----|---|-----------------|----------------|---------------|---------------|---------------------|
|    | FUND ACCOUNT                                    | ТҮРЕ            | 1 January 2021 | 2021          | 2021          | 31 December<br>2021 |
| 1  | Credit Suisse APAC Foundation Limited           | Donor Funding   | 0              | 259,335,590   | 100,516,993   | 158,818,597         |
| 2  | Czech Republic Embassy Bangkok                  | Donor Funding   | 0              | 191,680,476   | 191,680,476   | 0                   |
| 3  | Fondation Next                                  | Donor Funding   | 0              | 500,032,650   | 0             | 500,032,650         |
| 4  | Fondation Pro Victimis                          | Donor Funding   | 0              | 422,955,000   | 311,750,289   | 111,204,711         |
| 5  | Friends France                                  | Donor Funding   | 0              | 181,552,000   | 181,552,000   | 0                   |
| 6  | Gisela Stichting                                | . Donor Funding | 117,088,603    | 187,940,000   | 196,974,357   | 108,054,246         |
| 7  | Give2Asia                                       | Donor Funding   | 49,091,455     | 103,464,559   | 152,556,014   | 0                   |
| 8  | Sir Horace Kadoorie International<br>Foundation | Donor Funding   | 85,053,475     | 36,330,334    | 121,383,809   | 0                   |
| 9  | Anonymous (OFF)                                 | Donor Funding   | 108,023,159    | 193,870,000   | 164,534,100   | 137,359,059         |
| 10 | Partners for Equity / Anonymous (DF)            | Donor Funding   | 0              | 205,520,000   | 100,631,003   | 104,888,997         |
| 11 | SeCoDév   | Donor Funding   | 619,417,926    | 423,328,639   | 1,042,746,566 | 0                   |
| 12 | Spellbrook Foundation                           | Donor Funding   | 143,238,660    | 287,581,316   | 226,468,549   | 204,351,427         |
| 13 | Spellbrook Foundation (COVID)                   | Donor Funding   | 11,329,410     | 0             | 11,329,410    | 0                   |
| 14 | The Cold Mountain Fund of RSF Social Finance    | Donor Funding   | 22,939,283     | 0             | 22,939,283    | 0                   |
| 15 | Anonymous (FLCF)                                | Donor Funding   | 205,032,784    | 0             | 190,812,784   | 14,220,000          |
| 16 | UNICEF Laos                                     | Donor Funding   | 6,160,000      | 1,161,221,771 | 1,167,381,771 | 0                   |
| 17 | UNODC   | Donor Funding   | 142,509,957    | 0             | 130,448,452   | 12,061,505          |
| 18 | World Nomads/Footprint Network                  | Donor Funding   | 5,788,499      | 0             | 5,788,499     | 0                   |
| 19 | Anonymous (DF)                                  | Private         | 0              | 110,027,841   | 110,027,841   | 0                   |
| 20 | Anonymous (HLM)                                 | Private         | 466,002,729    | 193,870,000   | 373,897,446   | 285,975,283         |
| 21 | Anonymous (TO)                                  | Private         | 0              | 686,735,000   | 491,129,971   | 195,605,029         |
| 22 | Fondation Juniclair                             | Private         | 151,033,398    | 0             | 128,827,203   | 22,206,195          |
| 23 | Friends Deutschland                             | Private         | 21,804,438     | 0             | 21,804,438    | 0                   |
| 24 | Peuan Mit Reserves                              | Reserve         | 28,963,916     | 454,280,204   | -80,422,692   | 563,666,812         |
| 25 | Vocational Trainings                            | Reserve         | 299,134,247    | 68,118,387    | -17,898,614   | 385,151,249         |
| -5 | TOTAL   |                 | 2,482,611,940  | 5,667,843,768 | 5,346,859,946 | 2,803,595,762       |